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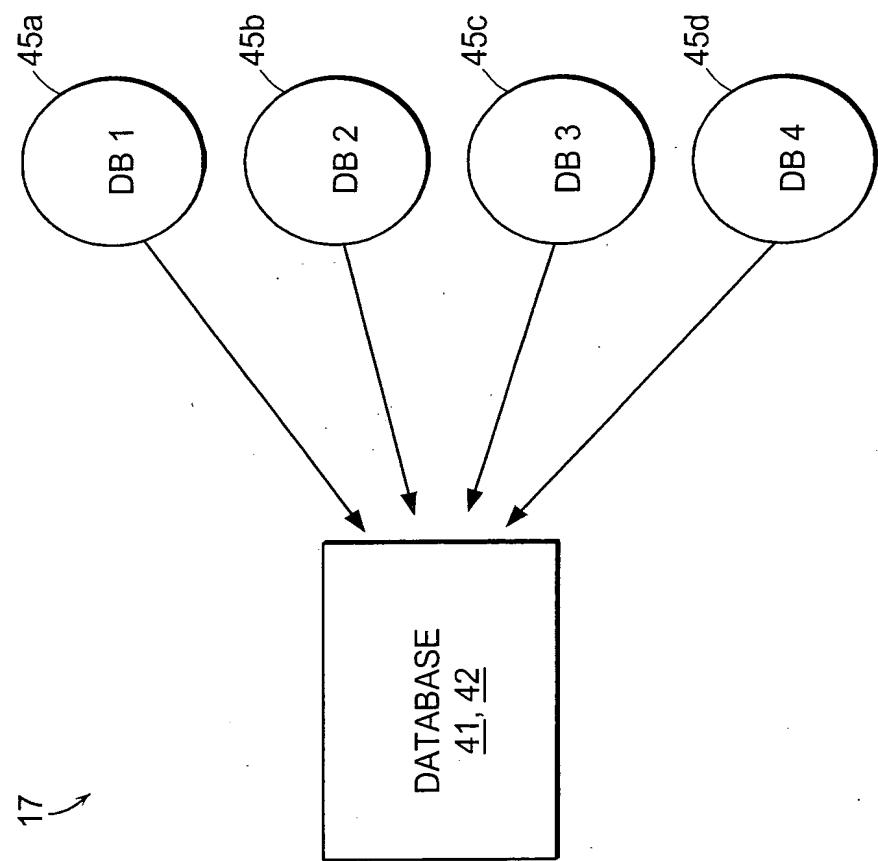


FIG. 2

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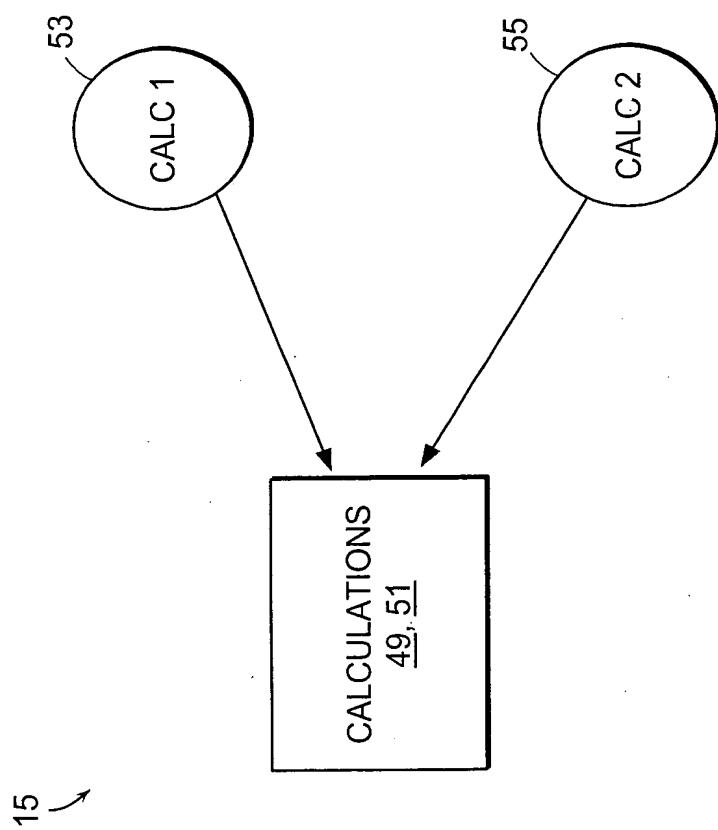
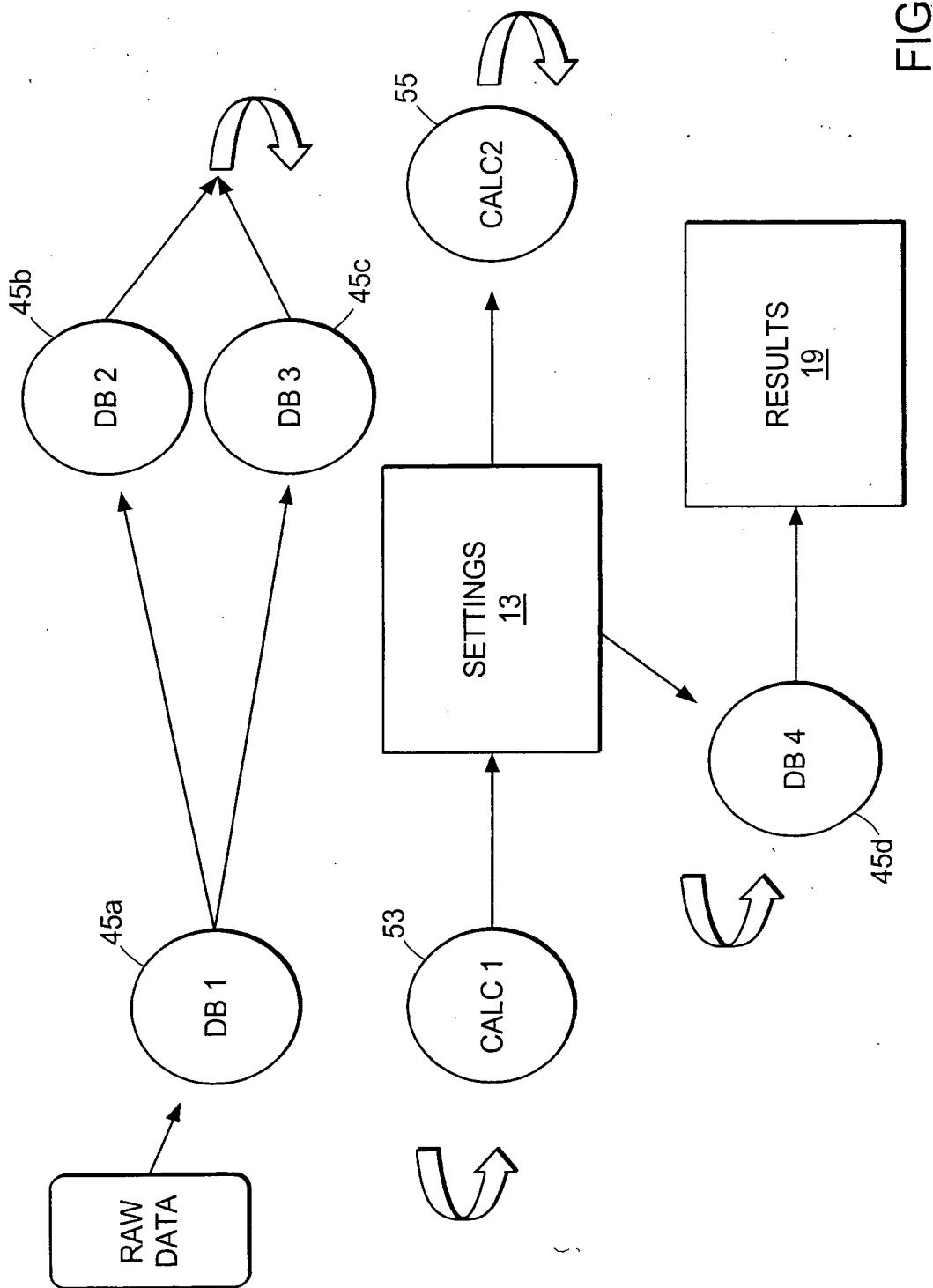


FIG. 3



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Intervals	27	1. Reenerg.	2. Adj.	3. Trans.	Interval	Interval	Threshold	Type
I. Prediction								
A. Key Business Parameters								
1. Mkt Share/Revenue Ratio								
ABS DIFF 12.7735%	27	1. Reenerg.	2. Adj.	3. Trans.	Low	Medium	High	Percentile
CORREL 0.6388					High	Medium	Low	Percentile
					Zero	Incr.	Decl.	Percentile
B. Asset Intensity (Asset/Rev Ratio)								
3. Change in Profitability								
Funding Strategy / Risk								
1. Company Beta								
2. Debt/Equity Ratio								
3. Creditworthiness								
4. Cash Flow/Revenue Ratio								
C. Market								
1. Relative Market Share								
2. Change in Market Share								
3. Relative Elasticity of Demand								
II. Actual								
A. Business Structure								
1. Business Mix								
2. Business Age								
3. Number of Divisions								
4. Number of SIC Industries								
B. Business Strategy								
1. R&D Investment								
2. Acquisition Strategy								
3. Strategic Intent								
List of Arguments For This Table								
Intervals	29	1. Reenerg.	2. Adj.	3. Trans.	Low	Medium	High	Percentile
	25				Decl.	Zero	Incr.	Fixed
	31				N/A	N/A	N/A	N/A

FIG. 5A

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	A	B	C	D	E	F	G	H	I
1	Conversion								
2									
3									
4									
5									
6									
7	I. Prediction								
8	A. Key Business Parameters								
9	1. Mkt Share/Revenue Ratio	1							
10	2. Asset Intensity (Asset/Rev Ratio)	3							
11	3. Change in Profitability	2							
12	B. Funding Strategy / Risk								
13	1. Company Beta	1							
14	2. Debt/Equity Ratio	3							
15	3. Creditworthiness	1							
16	4. Cash Flow/Revenue Ratio	1							
17	C. Market								
18	1. Relative Market Share	2							
19	2. Change in Market Share	2							
20	3. Relative Elasticity of Demand	3							
21									
22	II. Actual								
23	A. Business Structure								
24	1. Business Mix	1							
25	2. Business Age	3							
26	3. Number of Divisions	3							
27	4. Number of SIC Industries	1							
28	B. Business Strategy								
29	1. R&D Investment	1							
30	2. Acquisition Strategy	9							
31	3. Strategic Intent	9							
32									
33									
34									

33



FIG. 5B

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	A	B	C	D	E	F	G	H
1	General Arguments				Arguments for Prediction			
2								
3								
4	Bottom	1	Decl.	1	Decl.	1	Fixed	2
5	Extra	4	High	3	High	3	N/A	9
6	Middle	2	Incr.	3	Incr.	3	Percentile	1
7	N/A	9	Low	1	Low	1		
8	Top	3	Medium	2	Medium	9		
9			Zero	2	Zero			
10								
11								
12								
13								
14								
15								

If any of these arguments change, each list has to be sorted alphabetically by name in ascending order:

FIG. 5C

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SAMPLE FROM SETTINGS

Scoring	35	29	2. Adj	3. Trans.
ABS DIFF	12.7735%	27	1. Reenerg	Score
Correl	0.6388	/	Score	Score
I. Prediction				
A. Key Business Parameters				
1. Mkt Share/Revenue Ratio	100.00	100.00	100.00	100.00
2. Asset Intensity (Asset/Rev Ratio)	25.00	25.00	25.00	25.00
3. Change in Profitability	100.00	100.00	100.00	100.00
B. Funding Strategy / Risk				
1. Company Beta	100.00	100.00	100.00	100.00
2. Debt/Equity Ratio	125.00	125.00	125.00	125.00
3. Creditworthiness	25.00	25.00	25.00	25.00
4. Cash Flow/Revenue Ratio	25.00	25.00	25.00	25.00
C. Market				
1. Relative Market Share	200.00	200.00	200.00	200.00
2. Change in Market Share	150.00	150.00	150.00	150.00
3. Relative Elasticity of Demand	0.00	0.00	0.00	0.00
II. Actual				
A. Business Structure				
1. Business Mix	0.00	75.00	0.00	100.00
2. Business Age	0.00	0.00	25.00	25.00
3. Number of Divisions	25.00	25.00	25.00	25.00
4. Number of SIC Industries	25.00	25.00	25.00	25.00
B. Business Strategy				
1. R&D Investment	0.00	0.00	0.00	100.00
2. Acquisition Strategy	112.50	75.00	75.00	112.50
3. Strategic Intent	75.00	75.00	75.00	150.00

FIG. 5D

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SAMPLE FROM SETTINGS

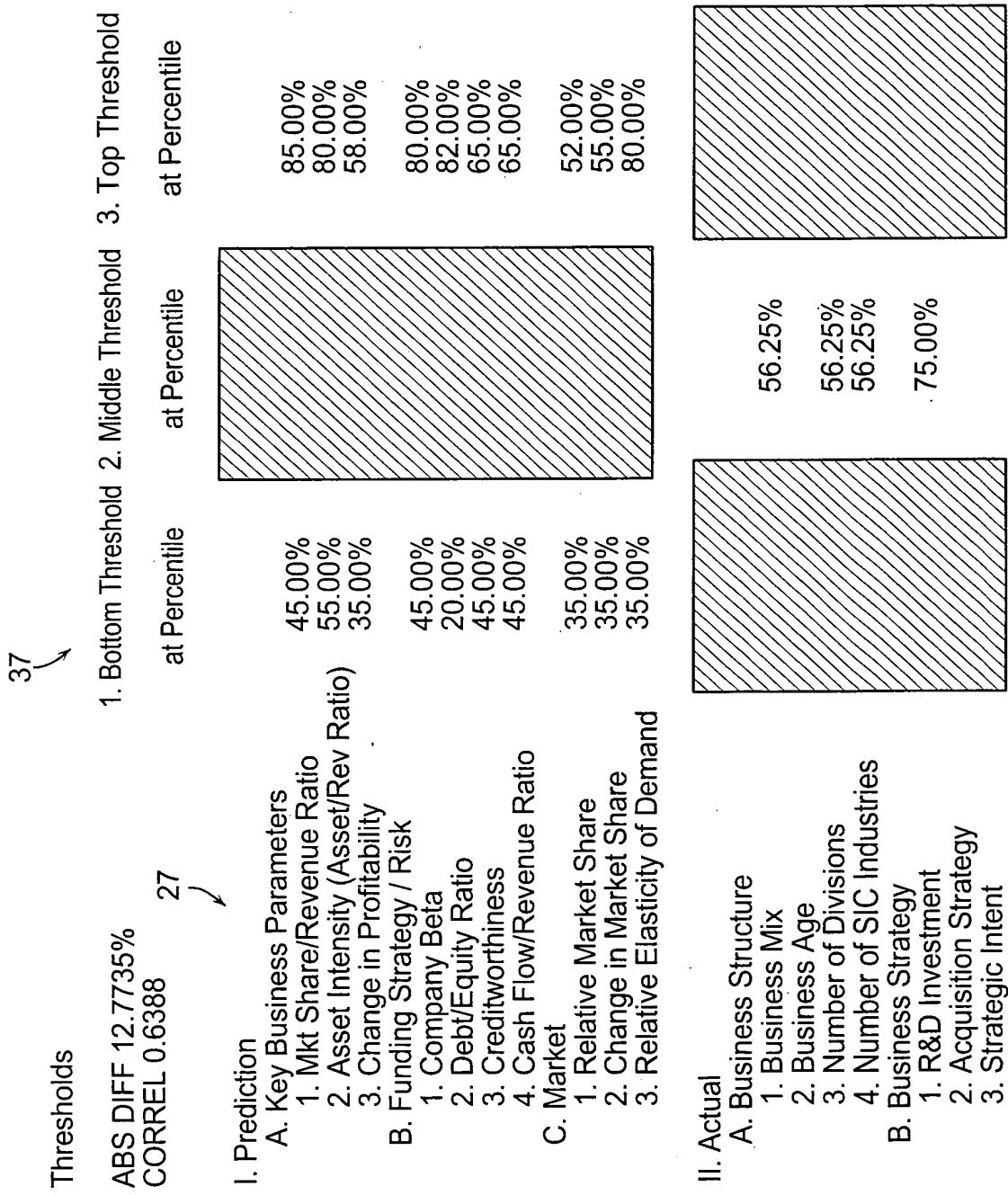


FIG. 5E

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	A	B	C	D	E	F	G	H
1 Thresholds								
2	ABS DIFF	12.7735%						
3	CORREL	0.6388						
4								
5								
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7								
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FIG. 5F

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	A	B	C	D	E	F	G	H	I	J	K
Factors & Strategies											
1											
2											
3											
4											
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33											
34											

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1. Reenerg. 2. Adj. 3. Trans.

I. Prediction

A. Key Business Parameters

- 1. Mkt Share/Revenue Ratio
- 2. Asset Intensity (Asset/Rev Ratio)
- 3. Change in Profitability

B. Funding Strategy / Risk

- 1. Company Beta
- 2. Debt/Equity Ratio
- 3. Creditworthiness
- 4. Cash Flow/Revenue Ratio

C. Market

- 1. Relative Market Share
- 2. Change in Market Share
- 3. Relative Elasticity of Demand

II. Actual

A. Business Structure

- 1. Business Mix
- 2. Business Age
- 3. Number of Divisions
- 4. Number of SIC Industries

B. Business Strategy

- 1. R&D Investment
- 2. Acquisition Strategy
- 3. Strategic Intent

FIG. 5G

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SAMPLE WORKSHEET FROM "DATABASE" WORKBOOK

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	3	Com	Corporation													
2																
3																
4	1.	Prediction		27	DB 2		Value		Interval		1 Fortune Fastest Growth (5 yrs)	ABS DIFF	21.83%	Analyze	yes	
5																45d
6																
7	A.	Key	Business	Parameters												
8	1.	Mkt	Share	Revenue	Ratio		-455.14%		Low							
9	2.	Asset	Intensity	(Asset/Rev	Ratio)		0.78		Low							
10	3.	Change	in	Profitability			-0.010		Decl.							
11	B.	Funding	Strategy	/ Risk												
12	1.	Company	Beta				0.01		N/A							
13	2.	Debt/Equity	Ratio				1.50		Low							
14	3.	Creditworthiness					0.20		High							
15	4.	Cash	Flow/Revenue	Ratio					High							
16	C.	Market					0.34									
17	1.	Relative	Market	Share			-29.54%									
18	2.	Change	in	Market	Share		3.00									
19	3.	Relative	Elasticity	of Demand												
20																
21																
22																
23																
24	II.	Actual		27	DB 3		Value		Interval		1.Reenerg.	2.Adj.	3.Trans			
25																
26	A.	Business	Structure													
27	1.	Business	Mix				102.45%									
28	2.	Business	Age				21.00		High							
29	3.	Number	of Divisions				4.00		High							
30	4.	Number	of SIC Industries				2.00		Low							
31	B.	Business	Strategy													
32	1.	R&D	Investment				11.01%									
33	2.	Acquisition	Strategy													
34	3.	Strategic	Intent													
35																
36																
37																
38																

FIG. 6A

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SAMPLE WORKSHEET FROM "DATABASE" WORKBOOK

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39																
40																
41																
42																
43																
44																
45																
46																
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FIG. 6B

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SAMPLE FROM CALCULATIONS

51a	A	B	C	E	G	H	I	J	K	L
1	1. Mkt Share/Revenue Ratio	53								
2										
3										
4	Factor/Company									
5	A. Key Business Parameters									
6	1. Mkt Share/Revenue Ratio									
7										
8	Interval	55								
9										
10										
11	Strategy	29	Interval	Type	From =>	To <	Analysis:		Sample Size	85.00
12										
13	1. Reenerg.	Low	Percentile	NEG INF	-3.43%	Mean	-62.41%	Median	0.00%	
14	2. Adj.	Medium	Percentile	-3.43%	50.45%	Minimum	-1975.11%	Maximum	1286.53%	
15	3. Trans.	High	Percentile	61	50.45%	SD	3.25	Variance	10.57	
16										
17										
18										
19	100.00%									
20										
21	-400.00%									
22										
23	-900.00%									
24										
25	-1400.00%									
26										
27	-1900.00%									
28										
29	-2400.00%									
30										
31										
32										

Company

FIG. 7A

SAMPLE FROM CALCULATIONS

	A	B	C	D	E	F	G	H	I	J
1	All Factors									
2										
3										
4										
5										
6										
7										
8	I. Prediction									
9	A. Key Business Parameters									
10	1. Mkt Share/Revenue Ratio	-45.14%	Low	20.47%	Medium	21.96%	Medium			
11	2. Asset Intensity (Asset/Rev Ratio)	0.78	Low	0.07	Low	1.05	Low			
12	3. Change in Profitability	-0.97%	Decl.	-0.07%	Zero	0.84%	Incr.			
13	B. Funding Strategy / Risk									
14	1. Company Beta	N/A	Low	0.27	Medium	0.49	Medium			
15	2. Debt/Equity Ratio	0.01	High	0.03	Low	2.60	High			
16	3. Creditworthiness	1.50	High	0.00	Low	0.14	Medium			
17	4. Cash Flow/Revenue Ratio	0.20	High							
18	C. Market									
19	1. Relative Market Share	0.34	Medium	0.28	Medium	2.23	High			
20	2. Change in Market Share	-29.54%	Decl	20.96%	Incr.	1.41%	Zero			
21	3. Relative Elasticity of Demand	3.00	Medium	2.67	Low	3.00	Medium			
22	II. Actual									
23	A. Business Structure									
24	1. Business Mix	102.45%	High	17.15%	Low	13.04%	Low			
25	2. Business Age	21.00	High	53.00	High	93.00	High			
26	3. Number of Divisions	4.00	High	3.00	Low	6.00	High			
27	4. Number of SIC Industries	2.00	Low	3.00	High	6.00	High			
28	B. Business Strategy									
29	1. R&D Investment	11.01%	High	0.00%	Low	0.78%	Low			

SAMPLE FROM RESULTS

Strategy Table

Sheet Number	Company	Average	3 Com Corporation	Adams Resources & Energy, Inc.	Alcoa	Allied Waste Industries, Inc.	Amazon.com Inc.	America Online Inc.	American Express Company	Ameritrade Holding Corporation	Amsouth Bancorp.	Applied Digital Solutions
Analysis		1 yes	2 yes	3 yes	4 yes	5 yes	6 yes	7 yes	8 yes	9 no	10 yes	
I. Prediction		40.00%	46.67%	20.00%	46.67%	23.33%	13.33%	46.67%	10.00%	N/A	N/A	6.67%
1. Reenerg.	24.12%	40.00%	50.00%	73.33%	33.33%	60.00%	63.33%	33.33%	36.67%	N/A	N/A	50.00%
2. Adj.	48.16%	6.67%	3.33%	6.67%	20.00%	16.67%	23.33%	20.00%	53.33%	N/A	N/A	43.33%
3. Trans.	28.73%	53.33%										
II. Actual												
1. Reenerg.	28.42%	11.20%	69.59%	36.64%	50.89%	13.70%	28.08%	54.92%	21.54%	N/A	N/A	10.49%
2. Adj.	46.12%	39.41%	30.41%	54.42%	49.11%	59.84%	64.42%	34.68%	28.41%	N/A	N/A	72.63%
3. Trans.	25.45%	49.38%	0.00%	8.94%	0.00%	26.45%	7.50%	10.40%	50.05%	N/A	N/A	16.88%
ABS DIFF	12.7735%	21.8318%	15.2797%	12.6095%	13.3333%	6.5230%	10.5556%	6.3980%	7.6962%	N/A	N/A	17.6375%
Correlation												
1. Reenerg.	0.65299											
2. Adj.	0.57538											
3. Trans.	0.68798											
Average	0.63876											

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FIG. 8

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FIG. 9A

23	56	38	31.58%	58.89%	148
25	42	42	79.5	25	2

100.00%
252

31.58% 79.5 9.53% 24

Growth Strategy

Growth Strategy

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A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	
III. Data		Latest Year Data Available	1999	9118.20	8971.60	9056.70	8749.00	7423.10	7685.20	2582.20	1833.70	3007.20	1292.70	199.60	171.60	
42a	45a	41	42	43	44	45	46	47	48	49	50	51	52	53	54	
	DB 1	Number of Years Data Available	4.00	937.30	848.60	740.40	635.00	11.44%	11.51%	39,740.00	2.00	4.00	1.42	1999	1998	
		1999 Net Income (in mil)	937.30	848.60	740.40	635.00		1998 Market Share (%)	1998 Market Share (%)	1999 Largest Player's Revenue					% Share Assets	
		1998 Net Income (in mil)						1999 Market Share (%)	1998 Market Share (%)						Revenues Assets	
		1997 Net Income (in mil)						1997 Net Income (in mil)	1996 Net Income (in mil)						% Share Assets	
		1996 Net Income (in mil)						1996 Net Income (in mil)							Revenues Assets	
		47	48	49	50	51	52	53	54	55	56	57	58	59	60	
		1999 Assets (in mil)	9118.20	8971.60	9056.70	8749.00	7423.10	7685.20	2582.20	1833.70	3007.20	2407.90	2067.70	1452.60	1110.00	88.90%
		1998 Assets (in mil)														Share Assets
		1999 Debt Outstanding (in mil)														Revenues Assets
		1999 Shareholder's Equity (in mil)														% Share Assets
		1999 Liabilities (w/o Debt)														Revenues Assets
		1999 Net Cash from Oper. Activ.														% Share Assets
		1999 Cash at End of Year (in mil)														Revenues Assets
		55. 1999 Interest Paid														% Share Assets
		Business Mix														Revenues Assets
		Geography Region	Revenues	% Share	1998 Assets	% Share	1998 Assets	% Share	1998 Revenues	1999 Revenues	1999 Revenues	1999 Revenues	1999 Revenues	1999 Revenues	1999 Revenues	% Share Assets
		Region1	3,043.40	33.92%		0.00%		0.00%	3213.00	3256.70	2028.80	1519.70	0.00%	0.00%	0.00%	0.00%
		Region2	2407.90	26.84%		0.00%		0.00%								Revenues Assets
		Region3	2067.70	23.05%		0.00%		0.00%								% Share Assets
		Region4	1452.60	16.19%		0.00%		0.00%								Revenues Assets
		Region5		0.00%		0.00%		0.00%								% Share Assets
		Region6		0.00%		0.00%		0.00%								Revenues Assets
		Business Segment														% Share Assets
		Segment1	7975.70	88.90%		0.00%		0.00%	8048.90	1069.30						Revenues Assets
		Segment2	995.90	11.10%		0.00%		0.00%								% Share Assets
		Segment3														Revenues Assets
		Segment4														% Share Assets
		Segment5														Revenues Assets
		Segment6														% Share Assets
		Segment7														Revenues Assets
		Segment8														% Share Assets
		Segment9														Revenues Assets
		Segment10														% Share Assets
		75	76													

FIG. 9B

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51b	A	B	C	E	G	H	I	J	...	BM	BN
1	4. Cash Flow/Revenue Ratio	53									
2											
3											
4	Factor/Company	Calc 1	SPEEDUS CO M. Inc.	Emisphere Technologies	Miravant Medical				...	Colgate- The Proctor & Palmolive	
5											
6	B. Funding Strategy/Risk										
7	4. Cash Flow/Revenue Ratio										
8											
9	Interval	55									
10											
11	Strategy	Interval	Type	From =>	To <	Analysis:				Sample Size	85.00
12											
13	1. Reenerg.	Low	Percentile	NEG INF	0.07					0.10	
14	2. Adj.	High	Percentile	63	0.15	POS INF				0.51	
15	3. Trans.	Medium	Percentile	0.07	0.15	SD				1.58	
16											
17											
18											
19											
20											
21	0.50										
22											
23											
24											
25											
26											
27											
28											
29											
30											
31											
32											

FIG. 9C
Company

49a

All Factors

	3 Com Corporation	Adams Resources & Energy, Inc.	Colgate-Palmolive Company	Compaq Computer Corporation
	Analyze Value	Yes Interval	Analyze Value	Yes Interval
	Analyze Value	Yes Interval	Analyze Value	Yes Interval
I. Prediction				
A. Key Business Parameters				
1. Mkt Share/Revenue Ratio	-455.14%	Low	20.47%	Medium
2. Asset Intensity (Asset/Rev Ratio)	0.78	Low	0.07	Low
3. Change in Profitability	-0.97%	Decl.	-0.07%	Zero
B. Funding Strategy / Risk				
1. Company Beta	N/A	Low	N/A	N/A
2. Debt/Equity Ratio	0.01	High	0.27	Medium
3. Creditworthiness	1.50	High	0.03	High
4. Cash Flow/Revenue Ratio	0.20	High	0.00	Low
C. Market				
1. Relative Market Share	0.34	Medium	0.28	Medium
2. Change in Market Share	-29.54%	Decl	20.96%	Incr.
3. Relative Elasticity of Demand	3.00	Medium	2.67	Low
II. Actual				
A. Business Structure				
1. Business Mix	102.45%	High	17.15%	Low
2. Business Age	21.00	High	53.00	High
3. Number of Divisions	4.00	High	3.00	Low
4. Number of SIC Industries	2.00	Low	3.00	High
B. Business Strategy				
1. R&D Investment	11.01%	High	0.00%	Low

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FIG. 9D

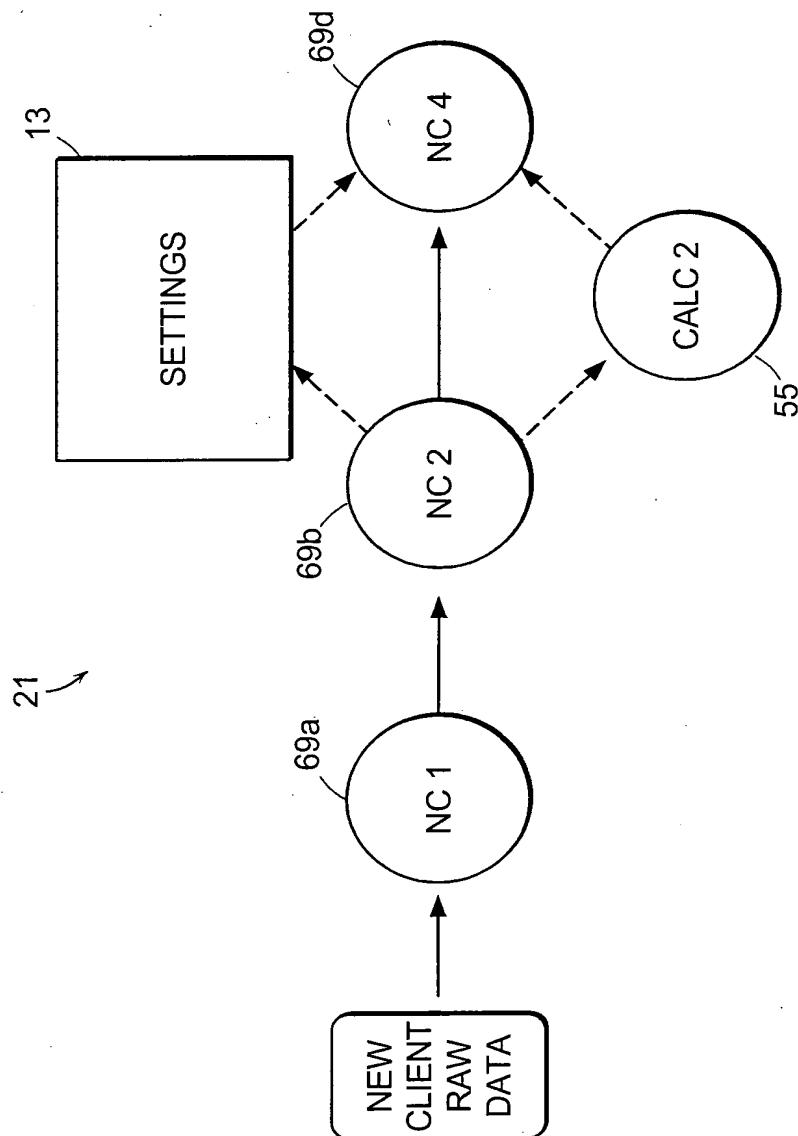
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71a

1	Strategy Table		
2	A	B	C
3	Company	Average	Colgate-Palmolive Company
4	Sheet Number	26	
5	Analyze	yes	
6	Prediction		
7	1. Reenerg.	24.12%	60.00%
8	2. Adj.	46.16%	33.33%
9	3. Trans.	29.73%	6.67%
10	Actual		
11	1. Reenerg.	28.42%	58.89%
12	2. Adj.	46.12%	31.58%
13	3. Trans.	25.45%	9.53%
14	ABS DIFF	12.7735%	1.9111%
15	Correlation		
16	1. Reenerg.	0.65299	
17	2. Adj.	0.57538	
18	3. Trans.	0.68798	
19	Average	0.63878	
20			
21			
22			
23			
24			
25			

FIG. 9E

FIG. 10A



23/24

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
"Fill In New Client Name"															
1															
2															
3	27	NC 2													
4	I. Prediction														
5															
6	A. Key Business Parameters														
7	1. Mkt Share/Revenue Ratio														
8	2. Asset Intensity (Asset/Rev Ratio)														
9	3. Change in Profitability														
10	B. Funding Strategy / Risk														
11	1. Company Beta														
12	2. Debt/Equity Ratio														
13	3. Creditworthiness														
14	4. Cash Flow/Revenue Ratio														
15	C. Market														
16	1. Relative Market Share														
17	2. Change in Market Share														
18	3. Relative Elasticity of Demand														
19															
20															
21															
22															
23	24	NC 3													
24	II. Actual														
25															
26	A. Business Structure														
27	1. Business Mix														
28	2. Business Age														
29	3. Number of Divisions														
30	4. Number of SIC Industries														
31	B. Business Strategy														
32	1. R&D Investment														
33	2. Acquisition Strategy														
34	3. Strategic Intent														
35															
36	Growth Strategy														
37															
38															

42b

69b

69c

23/24

FIG. 10B

#DIV/0!
#DIV/0!
#DIV/0!

0
0
0

24/24

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39	40	III. Data													
41	42	Latest Year Data Available													
43	0	Revenues (in mil)													
44	(1)	Revenues (in mil)													
45	(2)	Revenues (in mil)													
46	(3)	Revenues (in mil)													
47	0	Assets (in mil)													
48	(1)	Assets (in mil)													
49	0	Debt Outstanding (in mil)													
50	0	Shareholder's Equity (in mil)													
51	0	Liabilities (w/o Debt)													
52	0	Net Cash from Oper. Activ.													
53	0	Cash at End of Year (in mil)													
54	0	Interest Paid													
55	Business Mix														
56	Geography Region	Revenues													
57	Region1	% Share													
58	Region2	#DIV/0!													
59	Region3	#DIV/0!													
60	Region4	#DIV/0!													
61	Region5	#DIV/0!													
62	Region6	#DIV/0!													
63	Business Segment														
64	Segment1	#DIV/0!													
65	Segment2	#DIV/0!													
66	Segment3	#DIV/0!													
67	Segment4	#DIV/0!													
68	Segment5	#DIV/0!													
69	Segment6	#DIV/0!													
70	Segment7	#DIV/0!													
71	Segment8	#DIV/0!													
72	Segment9	#DIV/0!													
73	Segment10	#DIV/0!													
74		#DIV/0!													

42b

69a

Year Business Founded (4 digit)

Number of Business Divisions

1999 R&D Allocation (in mil)

Acq. Strategy:

1. Reenerg.

2. Adj.

3. Trans.

Total

0%

Strategic Intent:

1. Reenerg.

2. Adj.

3. Trans.

Total

0%

% Change in Share Assets % Share Revenues 0 Assets % Share Revenues #DIV/0!

75

FIG. 10C